



## DISCUSSION QUESTIONS FOR AUGUST 15 TASK FORCE MEETING

1. Should Maryland brewers have the same unlimited self-distribution privileges as those in Virginia, Pennsylvania and the District of Columbia?
2. Would the Maryland beer industry be affected if brewers had unlimited self-distribution privileges? If so, how?
3. Should the business relationship between the producer and the distributor be governed by state franchise law or by a negotiated private contract between the parties?
4. Is there reason to believe that the major corporate brands, and their respective distributors here in Maryland, engage in financial incentive programs that are designed to maximize the sale of those brands at the expense of others?
5. Do “pay-to-play” practices occur here in the State of Maryland?
6. Does the State of Maryland have the appropriate legal mechanics in place to prevent pay-to-play practices from occurring?

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